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PAPER MERCHANTS' SALES REPORT JUNE, 1988

(by NPTA Region)	Sales per Selling Day June, 1988 Compared to June, 1987	Sales per Selling Day June, 1988 Compared to May, 1988	Sales per Selling Day 1988 YTD Compared to 1987 YTD	Days Outstanding (Accounts & Notes) At close of June 1987	1988	Calendar Day Cost* of ending May Inventory 1987	1988
INDUSTRIAL							
1	+ 9.6	+ 2.8	+ 6.7	43	37	63	71
2	+17.2	+ 8.4	+14.5	36	35	56	54
3	+16.8	- 12.1	+14.8	37	39	59	62
4	+12.8	+ 0.1	+19.1	38	37	52	50
5	+16.0	+ 5.1	+13.9	35	36	62	59
6	+ 5.7	+ 5.5	+12.3	46	42	59	64
7	+ 8.2	+ 2.3	+ 6.9	35	35	63	64
8	+16.4	- 0.3	+14.3	37	35	64	59
9	+ 2.1	- 2.8	+ 8.9	40	39	65	68
NY	+15.2	+ 5.7	+ 6.9	44	44	s	63
CHICAGO	+20.2	+ 3.5	+17.1	35	39	s	49
LA	+ 5.5	- 3.2	+ 8.6	45	48	50	57
US	+12.1	- 0.3	+12.7	39	38	56	58
PRINTING							
1	+22.8	+ 3.2	+13.6	48	43	s	48
2	+15.4	+ 1.4	+16.2	43	41	54	54
3	+20.2	- 0.9	+14.8	40	44	72	75
4	+31.8	- 3.8	+ 8.9	43	44	62	61
5	+20.7	+18.1	+16.2	44	41	77	75
6	+14.2	- 6.8	+16.4	44	42	70	67
7	+11.5	- 2.6	+13.4	42	39	72	73
8	+23.0	- 3.3	+15.9	39	38	64	69
9	+34.8	+ 5.3	+20.4	36	41	72	68
NY	+32.0	+ 9.3	+25.1	41	41	59	65
CHICAGO	+37.0	+ 7.1	+32.3	44	42	68	72
LA	+18.9	+ 7.1	+14.6	41	44	91	81
US	+23.2	+3.8	+17.1	42	42	69	68

COMMENTS ABOUT JUNE CHANGES INCLUDE the following:

- Sales increases this month over the previous year for Industrial merchants followed the patterns of the earlier months. Printing merchants had their highest increase this year, but June last year was the only month all year with a single digit increase. This month's 23.2% increase over last year's 7% is really in line on a two-year basis with the other increases so far this year. Regional variations included;
  - Industrial; NY Metro had a notably higher increase than most earlier months; Regions 4,6 & 9 were lower.
  - Printing; Only Regions 2, 6 & 7 were below May YTD averages; other Regions were either their highest increase of the year or their second highest. Region 4 had their first high increase since January, and Regions 1,7 & 8 were much higher than in recent months.
- Sales increases over May showed a slight decrease for Industrial merchants, as in 1987. Printing merchants showed a 3.8% increase rather than 1987's 2.7% decrease; this is the same variation that showed up in the 23.2% increase over June of 1987.
- Days outstanding showed no major regional or national changes.
- Industrial Inventory days had some regional changes from May, but no change overall. Printing Inventory days went up over May in all but two Regions, and went up nationally by three days (the same as in 1987).
- "s" indicates some regions did not have enough data to report valid results in 1987.

ENCLOSED IS MAY'S SALES REPORT AND UPDATED VERSIONS OF JANUARY-APRIL, 1988.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN, & VA
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX
8: IL, IN, MO, & WI (Except Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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